



## Edgar Filing: CNH GLOBAL N V - Form 6-K

Cumulative for 10 Months, 2001, And Indicators of North American Dealer Inventory Levels for Selected Agricultural Equipment at the End of September 2001 Relative to Industry Results or Levels, Compared with Prior Year Periods

CNH Global N.V.  
-----

Summary North American Retail Unit Sales Activity  
For Selected Agricultural and Construction Equipment,  
During the Month of October and Cumulative for 10 Months, 2001,  
And Indicators of North American Dealer Inventory Levels for Selected  
Agricultural Equipment at the End of September 2001  
Relative to Industry Results or Levels, Compared with Prior Year Periods

The following table summarizes selected agricultural and construction equipment industry retail unit sales results in North America as compared with prior year periods. Industry results for the current periods are expressed as a percentage change from the prior year periods, by major product category. The percentage change reflects only industry retail unit sales results and is derived from flash, or preliminary actual, data of the U.S. Equipment Manufacturers Institute ('EMI') and of the Canadian Farm and Industrial Equipment Institute ('CFIEI').

These industry data are based on unit sales as preliminarily reported by EMI and CFIEI member companies and include most, but not all, of the equipment sold in each of the categories. The data are subject to revision from time to time and caution should be maintained when using the data for any purpose. Actual results will vary and may not be known for some time. Over time, industry results will be adjusted to reflect actual sales differences, reclassifications, or other factors. Retail unit sales will fluctuate from month to month due to several factors, including timing of new products and new product introductions, product availability, and sales programs. CNH Global N.V.'s performance for the same periods is described relative to the change in industry results.

Also included in the table are indicators of North American dealer inventory levels. Industry data are derived from the flash, or preliminary actual, data of the EMI and CFIEI and expressed as the number of months of inventory on hand, based on the simple average of the previous 12 months retail unit sales results. CNH Global N.V.'s dealer's inventory levels for the same periods are described relative to the industry levels.

This information reflects point-in-time data that is not necessarily representative of either the market nor of CNH Global N.V.'s relative performance going forward, nor does it reflect or imply any forward-looking information regarding the market or CNH Global N.V.'s relative performance in that market.

Copies of the relevant Agricultural Flash report from EMI and CFIEI follow the table.

Edgar Filing: CNH GLOBAL N V - Form 6-K

CATEGORY -----	TOTAL NORTH AMERICAN INDUSTRY -----	CNH RELATIVE PERFORMANCE (ALL BRANDS) -----
RETAIL UNIT SALES: MONTH OF (OCT. 2001)		
Agricultural Tractors:		
under 40 horsepower (2WD)	+ 6.4%	up moderately more than the indu
40 to 100 horsepower (2WD)	(4.1%)	down in line with the industry
over 100 horsepower (2WD)	+ 13.0%	up moderately more than the indu
4 wheel drive tractors	(6.4%)	up moderate double digits
Total tractors	+ 3.1%	up high single digits
Combines	(5.6%)	up moderate double digits
Loader/backhoes	(6.0%)	down moderately more than the in
Skid Steer Loaders	(11.2%)	down moderately more than the in
Total Heavy Construction Equipment	(19.1%)	up high double digits
RETAIL UNIT SALES: 10 MONTHS, 2001		
Agricultural Tractors:		
under 40 horsepower (2WD)	+ 8.6%	up moderately more than the indu
40 to 100 horsepower (2WD)	+ 4.9%	up low single digits
over 100 horsepower (2WD)	+ 7.1%	up moderately more than the indu
4 wheel drive tractors	+ 8.7%	up significantly more than the i
Total tractors	+ 7.2%	up moderately more than the indu
Combines	+ 17.6%	up moderately more than the indu
Loader/backhoes	(16.4%)	down moderately more than the in
Skid Steer Loaders	(9.3%)	down in line with the industry
Total Heavy Construction Equipment	(12.7%)	down mid single digits
DEALER INVENTORIES: END OF SEPTEMBER 2001		
Agricultural Tractors:		
under 40 horsepower (2WD)	6.1 months supply	1 month less than the industry
40 to 100 horsepower (2WD)	5.7 months supply	more than 1 month less than the
over 100 horsepower (2WD)	4.6 months supply	1 month less than the industry

Edgar Filing: CNH GLOBAL N V - Form 6-K

4 wheel drive tractors	3.4 months supply	more than 1 month less than the
Total tractors	5.7 months supply	more than 1 month less than the
Combines	3.1 months supply	1/2 month more than the industry

Dated: November 14, 2001

OCTOBER 2001 FLASH REPORT  
U.S. UNIT RETAIL SALES  
(REPORT RELEASED NOVEMBER 13, 2001)

EQUIPMENT	OCTOBER 2001	OCTOBER 2000	% CHG.	Y-T-D 2001	Y-T-D 2000	% CHG.	SEPTEMBER 2001 U.S. Field Inventory*
	-----	-----	-----	-----	-----	-----	-----
2 WHEEL DRIVE							
Under 40 HP	7,574	7,157	5.80%	79,999	73,835	8.30%	44,491
40 & Under 100 HP	5,006	5,232	-4.30%	45,835	43,851	4.50%	24,149
100 HP & Over	2,193	1,877	16.80%	14,580	13,993	4.20%	6,043
TOTAL	14,773	14,266	3.60%	140,414	131,679	6.60%	74,683
4 WHEEL DRIVE	389	425	-8.50%	2,944	2,724	8.10%	893
TOTAL FARM WHEEL TRACTORS	15,162	14,691	3.20%	143,358	134,403	6.70%	75,576
COMBINES (SELF-PROPELLED)	821	842	-2.50%	5,361	4,373	22.60%	1,634

[Graphic data included at this point in the Flash Report has been omitted due to the inability of it being reproduced in the Edgarization process. Such data is available from the Equipment Manufacturers Institute.]

Published monthly, the EMI Agriculture Flash Report compares monthly data from the current and past year of the U.S. unit retail sales of two and four wheel drive tractors and self-propelled combines. Data shown on the report are estimates which are subject to revisions when final detail data become available. Because of the seasonal nature of the industry, comparisons of monthly data from one period to another should be done with extreme caution. Data presented in the report represents most, but not all, of the manufacturers in each product category being sold at retail in the 50 states and the District of Columbia.

Note: Ag Flash Report is updated every 15th of the month.

## Edgar Filing: CNH GLOBAL N V - Form 6-K

For further information, please contact Jeffrey Arnold, EMI Director of Statistics Administration or Mary Matimore, EMI Statistical Assistant.

Equipment Manufacturers Institute  
 10 S. Riverside Plazao Chicago, IL 60606-3710  
 Phone: 312-321-1470 o Fax: 312-321-1480  
 E-mail: emi@emi.org

Copyright (C)2001 by the Equipment Manufacturers Institute. All rights reserved.

CFIEI Industry News

Page 1 of 2

[CFIEI LOGO]

### OCTOBER 2001 FLASH REPORT

#### CANADA REPORT - RETAIL SALES IN UNITS (Report released November 12, 2001)

The Canadian Farm & Industrial Equipment Institute, Burlington, Ontario today announced retail sales of farm tractors and combine harvesters in Canada for the month.

These data are based on unit sales reported by CFIEI member companies. This report includes most, but not all of the machines and implements sold in each of these categories. These data are subject to revision from time to time and caution should be maintained when using the data for any purpose.

EQUIPMENT	OCTOBER			OCTOBER YEAR-TO-DATE			2000 CANADA (FARM IMPLEMENTS)
	2001	2000	% CHG.	2001	2000	% CHG.	
<b>2 WHEEL TRACTORS</b>							
UNDER 40 HP	494	424	16.5%	4,256	3,735	13.9%	2,000
40& UNDER 100 HP	917	947	-3.2%	5,607	5,168	8.5%	3,000
100 HP & OVER	499	506	-1.4%	3,037	2,456	23.7%	1,000
TOTAL	1,910	1,877	1.8%	12,900	11,359	13.6%	8,000
4 WD TRACTORS	47	41	14.6%	445	393	13.2%	
TOTAL FARM WHEEL TRACTORS	1,957	1,918	2.0%	13,345	11,752	13.6%	8,000
COMBINES (SELF-PROPELLED)	161	198	-18.7%	1,004	1,040	-3.5%	

Edgar Filing: CNH GLOBAL N V - Form 6-K

Back to Top  
Main Menu

<http://www.cfiei.ca/flp.html>

11/14/2001

CFIEI Industry News

Page 2 of 2

---

CANADIAN FARM & INDUSTRIAL EQUIPMENT INSTITUTE  
3350 South Service Road, Garden Level  
Burlington, Ontario, Canada, L7N 3M6  
Phone: 905-632-8483 \* Fax: 905-632-7138  
E-Mail: [info@cfiei.ca](mailto:info@cfiei.ca)

Copyright (C) 2001 Canadian Farm & Industrial Equipment Institute. All rights reserved.

SEND MAIL TO WEBMASTER WITH QUESTIONS OR COMMENTS ABOUT THIS WEBSITE.  
LAST MODIFIED: NOVEMBER 12, 2001

<http://www.cfiei.ca/flp.html>

11/14/2001

SIGNATURES

PURSUANT TO THE REQUIREMENTS OF THE SECURITIES EXCHANGE ACT OF 1934,  
THE REGISTRANT HAS DULY CAUSED THIS REPORT TO BE SIGNED ON ITS BEHALF BY THE  
UNDERSIGNED, THEREUNTO DULY AUTHORIZED.

CNH Global N.V.

By: /s/ Debra E. Kuper

-----  
Debra E. Kuper  
Assistant Secretary

November 14, 2001

